SOUTH RYEGATE

is spending the week at H. T. Brown's

and John Renfrew's. Mrs. William Stephens returned last

where he came to spend the week end. Friday from a 10 days' stay in Mont-

Rev. E. C. Langford, who returned to Littleton, N. H., Saturday, after visiting at T. F. Cole's, is reported not so well and an operation may be deemed

Wednesday, July 25.

F. J. Doe was in Hanover Saturday. Mr. and Mrs. T. S. Gray, Mr. and Mrs. F. W. George and sen of Wells Rver, and Mrs. J. L. Heartz went Sunday in Mr. Gray's car to Hanover to see Mrs. F. J.

Mr. and Mrs. F. J. Tewksbury and two camping at Hall's pond.

Cecil Plummer, Hugh Fiske, Robert Carlson, Alex T. Beaton, jr., William S. Bailey and B. H. Wright. It is heartily hoped that the war may be over before these young men are called to the front. Albert Goodine moved his family on

short notice Tuesday to Montpelier, where he has been given a place as section boss. Miss Mabel Birkbeck and a friend, Mrs. Howard, from New Jersey came

Monday by automobile and are spending the week here, boarding at Mrs. N. M. McAllister's.

There were moving pictures Monday evening in Gibson's hall under the aus-The grange also gave a social dance in the same place Friday evening, with Klark's orchestra to furnish music.

Robert Gibson, son of M. H. Gibson, and a senior in Muskegum college, New Concord, O., will speak in the U. P. church here Sunday morning, Aug. 5.

Miss Annie R. Beaton has accepted a \$700 position as teacher in Leeds, Mass. and has resigned as grammar school teacher in the village school. The news forth many expressions of regret from niece, Miss Theresa Emery. both pupils and parents. Her services will also be much missed in the Presbyterian church choir.

Mrs. Annette Courtney of St. Johnsbury is spending a few days with friends in town.

Miss Elizabeth Hall, assistant superintendent of schools in Minneapolis Minn., came Tuesday to spend the remainder of the summer at her home

As William Nutbrown and his daughter, Mrs. Ernest Grapes, were driving home from Groton Wednesday afternoon, the horse became frightened by an automobile truck and ran. Mrs. Grapes jumped out and was not hurt. Mr. Nutbrown held onto the reins and was dragged some distance, finally having to let go. The buggy turned over and Mr. Mrs. C. D. Townsend. Nutbrown was pinned under it. He was none of his injuries are serious. He is to be congratulated on his narrow es-

Miss Janie Heartz is laid up with an ankle sprain, which she sustained while visiting relatives in Haverhill, N. H., the first of the week.

Mrs. Culver of Richford is visiting her daughter, Mrs. F. E. Ingraham.

Miss Ida Buchanan is spending a few days with Miss Georgia Ramsey before going to Montpelier to join her mother and stepfather, Mr. and Mrs. Albert Goodine.

Mr. and Mrs. Lizwood Taplin of South Deerfield, Mass., are spending their annual vacation at C. H. Taplin's.

John D. McAllister returned Wednesday from a trip to Boston. Alex J. Smith is taking a short va

cation from his duties as inspector for the Vermont Mutual Fire Insurance Co. Rev. and Mrs. D. M. McKinlay have been spending the week at Newbury with their son, Dr. Leslie McKinlay, and family. On their return they expect to bring with them Dr. and Mrs. Leland M. McKinlay, who are also visiting in Newbury. The entire family took an auto trip to the White mountains Thursday, starting from Newbury.

CABOT

There will not be any service at the Congregational church next Sunday morning, in consequence of Mr. Hale going away. It is expected there will be an open-air service as usual at 7 p. m.

PLAINFIELD.

To-night, the Nellie Gill Players will present "When We Were Twenty-One," in Plainfield. No one under 16 years of the dancing .- adv.

WOMEN GIVE OUT

headaches and kidney or bladder this time to pay relatives here a visit troubles, should be glad to heed this Rayre women's every every town and city in the state, that is, the authorities, are trying their

street, Barre, says: "Sometimes to anyone who breaks a quarantine regmy kidneys showed signs of ulation. Hardwick has steered clear o weakness. I suffered quite a bit this dread disease thus far, and it hoped from heavy pains across my that there will not be a case here for back, and they bothered me years to come, but unless these people when I found it necessary to do health of their own, as well as other any bending. Doan's Kidney children and families can be observe Pills, which I got at Cummings quarantine, there is a liability and a pos-& Lewis' drug store, relieved me, sibility of Hardwick having cases. Occasional use since has always given satisfactory results."

Price, 60c, at all dealers. Don't simply ask for a kidney remedy -get Doan's Kidney Pills-the m, morning service, with sermon; topic same that Mrs. Cassiva had. Fos- "Pilgrims and Strangers." No Sunday ter-Milburn Co., Props., Buffalo, school or pleasant Sunday evening until N. Y.-Adv.

GROTON

Mrs. Wheeler Batchelder of Plainfield Flood Water in River Nearly Captured Boys in Bathing.

The heavy shower or cloudburst in week from her visit to Quincy, Mass., bringing with her her brother-in-law, and highways and carried off one bridge. Thomas Cantley, who is out of health.

Charles Goodall of St. Johnsbury is overflowed the banks and were laden with floodwood. So rapidly did they Mrs. Leslie F. Hall returned last week the brook below the village narrowly escaped drowning, one of the number losing his clothing, which was lying on the

The funeral of Mrs. A. W. Eastman was held Wednesday afternoon at her A seven-pound boy was born to Mr. and Mrs. F. J. Doe at Hanover hospital and Mrs. Eastman resided for many years. Among the number present from away were Harold Eastman, grandson of the deceased, Indianapolis, Ind., James Eastman and Miss Marguerite Eastman of Newbury, Dr. and Mrs. S. E. Darling and son, S. E. Darling of Hardwick, Mr. and Mrs. J. R. McLam, Mr. and Mrs. Thomas Eastman, Mr. and Mrs. Julian children, Mr. and Mrs. A. T. Beaton and Dimock, Mr. and Mrs George McLam of daughter, and Mr. and Mrs. N. S. Love Topsham, Mr. and Mrs. Joseph McLam and son of Barre spent the week end of South Ryegate, N. H. Ricker of Wells River, Putnam Hayward of Fairlee, O. The draft has hit South Ryegate hard, D. Willey of South Ryegate, Mrs. O. D. taking Paul Gibson, James F. Beaton, Eastman, Mrs. Rose Crown of Woodsville, N. H.

Mrs. Mary I. French and grandson, Reginald Atkins, of Concord, N. H., are guests of George French, her son, and

Dr. N. R. Caldwell went to Burlington the first of the week and accompanied Mrs. George Richardson of Peacham from the hospital, where she has been som time past for treatment.

Rev. F. W. Lewis has been visiting hi daughter, Mrs. H. A. Stevenson, at St. Albans this week.

Mr. and Mrs. A. W. Coffrin and son, Morris, and wife, returned Thursday from a ten days' stay at their camp at pices of the Wells River Valley grange. Groton pond. The last named will return to their home at Burlington, Sun-

> Mrs. Jessie McKay and Miss Phemie Welch of Topsham were visitors in town

Thursday. Frank Baird of Boston was the guest of Mr. and Mrs. C. J. Bailey Tuesday

and Wednesday. Mrs. Maude Hubbard, who has been visiting her sister, Mrs. Ed. Emery, returned to her home at Providence, R. I. of Miss Beaton's resignation has brought Thursday. She was accompanied by her The subject of the sermon at the

Methodist church Sunday morning will e "A Wonderful Change." The evening service will be at the Baptist church. At the Baptist church the service will be at the usual hour with sermon by

HARDWICK

Miss Flossie Kimball of Claremont, N. H., has been a guest of her parents, A. D. Kimball, and wife, this week.

Miss Doris Lawson of Burlington is spending a part of her vacation with relatives here.

J. W. Averill and wife of Barre were

E. H. Davis and family are enjoying very badly bruised and shaken up, but a week or ten days in camp at Caspian to ride home and it is believed lake, occupying the Kinney cottage. Mrs. E. M. Field is in Sioux City, Ia., called there by the death of a relative. E. H. Clowse returned a few days since from a visit in St. Johnsbury.

Wade Benjamin, the new Hardwick and Plainfield stage driver, has moved his family into a tenement in the Dimick house on Elm street. .

Several Hardwick people have visited the Hardwick boys at Fort Ethan Allen this week.

Mr. and Mrs. A. M. Guyer and Miss Brackett of Hanover, N. H., were recent guests at the home of C. G. Morse and

all over the state, have taken advantage by falling into a pail of hot water, is of the fine hay weather this week and doing well. have been busy every minute, early and late, to get in all the hav they could. Mrs. Louise Brook of New York City has been a guest at Dr. and Mrs. C. E. Darling's this week.

Dr. E. M. Crane has been in New York City for a few days on a business

Miss Ruth Davis of Bellows Falls has few weeks. een visiting her father, Charles R. Da-

vis, this week. Mrs. James McGlaffin, who has been visiting her mother, Mrs. Annie Pierce, N. Y., is visiting her aunt, Mrs. Charles for a few months, returned to her home Cane.

in Barre vesterday. Guy W. Hill of St. Johnsbury was a ecent business visitor in town.

Mrs. Charles T. Pierce and Mrs. Annie Pierce visited friends in East Calais yesterday. Huntress Clark is driving Mackender's

meat truck for a couple of weeks. A breach of quarantine regulations was discovered in this village yesterday. It seems that there was a family came to Hardwick Thursday night and is stopping with relatives in the south part of age will be admitted. Stay and enjoy notified early yesterday morning and imthe village. The local health officer was mediately put the house under quarantine, but about noon or shortly after noon time Friday, the health officer was again notified that children in this family were playing with the children of other families in that neighborhood and Housework is hard enough these people were pretty well wrought when healthy. Every Barre up over this act, not only wrought up woman who is having backache, on the breaking of the quarantine, but blue and nervous spells, dizzy the fact that this family should take this Barre woman's experience: best to stop the epidemic of infantile Mrs. F. Cassiva, 24 Farewell paralysis. Justice should be meted out

BERLIN.

Berlin Corners Congregational Church -Frank Blomfield, paster. At 10:45 a. further notice.

WOODBURY

visit at Henry Hull's. Judge C. H. Dana was a business visit-

or in Montpelier Saturday.

Leslie J. Thomas of Montpelier was an over-Sunday guest of his father,

Warner Thomas.

Miss Nora Ellis of Calais is a guest of her friend, Eunice Hood. Mrs. Elzina Rickard of Montpelier is

Mrs. Ed. Nye. Mr. and Mrs. Lee Tebbetts of East Bethel. Calais were Sunday visitors at Victor

Hood's. Bernard Ainsworth, who has been employed in Hartford, Conn., arrived home the first of the week, being one of the boys in town to be drawn in the draft. R. F. Drennan was a visitor at his

home in St. Albans the first of the week. Mr. and Mrs. Ralph Averill were visitors in Hardwick Monday and Tuesday. A party consisting of 10 local Modern Woodmen were in Craftsbury Monday night to witness the degree work in that lodge on seven candidates.

Miss N. Jean Taylor, Mrs. T. P. Moore. Mrs. Burt Parker and Mrs. Gertrude Ricker spent Wednesday in St. Johnsbury. Earl Baldwin carried them in his

Mrs. May Smith and son, Ely, of Montpelier were guests Saturday of the

former's sister, Mrs. Ed. Nye. Mr. and Mrs. A. B. Thomas of Hardwick were Sunday guests of Warner move into a tenement on South Pleasant Thomas and family.

Mr. and Mrs. Frank Baldwin of Mont-

peller were at F. H. Baldwin's Sunday. Leslie Smith, Edwin Burke, Bernard Weeks were the young men in this town to be drawn in the regular draft. Mrs. R. F. Drennan returned Monday

to her home in St. Albans after several days' visit at Mr. and Mrs. R. J. Sweeney's. Henry Hull was at his home over Sun-

day from his work in Barre. Mrs. Thurston of South Woodbury is a guest of her daughter, Mrs. Elsworth Denny are at Mascoma lake, Enfield, N.

Mrs. Charles Jack of Montpelier, who Calais before returning to her home. for several weeks at the old hotel for R. F. Drennan, left Thursday for Mont-

BETHEL

A daughter was born yesterday to Mr and Mrs. Verne Wright.

Owing to the heat the granite cutters Mrs. Henry Haig of North Woodstock,

N. H., is at the Greene sanatorium for treatment. Mrs. Royal Hazard of Swanton is a

guest at Hugh C. Wilson's. Charles J. White is at home from South Strafford recovering from a fall of 13 feet to the ground when he stepped off a staging while lifting a heavy truss recent guests here of their daughter, into position. He was brought home juries to his neck and back.

Elmer Raymond has returned from several months.

Romanzo Spaulding went Thursday to Rutland to visit his daughter. H. N. Senay, C. V. railroad operator,

is taking his vacation at his former home in Abbotsford, Que., where he was accompanied by his sister, Mrs. H. D. Mys. Philamene Mahoney is visiting

relatives in Northfield.

WORCESTER

Little Winifred, daughter of Forrest The farmers in this vicinity, as well as Gray, who was badly burned Saturday

Mrs. Ada Witham and daughter, Katie, visited in Woodbury over Sunday. Myron Maxham and son, Earl, were business visitors in Morrisville last week.

Miss Florence Smith of Cabot is visiting at C. N. Curtis'. Rev. Elmer Clark's father and mother left Tuesday for Plymouth, Mass., for a

Carmen Cane is in Montpelier with Mrs. Dean Richardson for a while.

Miss Hilda Wright from Plattsburg,

Mrs. Ben Sheldon and two children are visiting in Boston. John MacKeown from Boston is visit-

ing his sister, Mrs. Elmer Clark. Mrs. Nellie Lamb, who has been visitng at Ned Harris', has been called to Indianapolis, Ind., to see her son, who is in training there but expects to leave

John and Arthur Utton from Barre were in town recently.

Green Vegetables-When you cook green vegetables and wish to have them look green when served, let them cook with the cover off.



for that eczema

"I might give you a formal prescription, but what's the use! It would cost you more than a jar of Resinol and I shouldn't be nearly as sure of the results! You see, I have been using Resinol Ointment for over twenty years. During that time I have tried out dozens of new ways of treating skin-troubles, but 1 have always come back to Resinol-I Anow that it stops itching at once, generally heals the eruption, and that it skin. You canget a jar at any drug store." grippy nature, with hard coughs.

RANDOLPH

Horace Ferris has returned to his Mrs. Eugene Emery of Barnard re-home in Adamant after several days' cently visited friends in town, leaving for her home Wednesday.

Mrs. Joseph Goodheart and daughter, after a ten weeks' stay in town with Philo Warren of Waterbury arrived in Mr. Goodheart's mother, Mrs. Jerry town Wednesday for a visit at Albert Goodheart, left for her home in New Haven, Conn., Friday.

Mrs. M. H. Miller arrived here on Friday from Richmond to pass a few days with Mrs. E. L. McIntyre. H. M. Smith has been in Boston of

a business trip of a few days' length. Harold Gilman has entered the employ visiting at the home of her daughter, of the Standard Oil company as driver of their team, with headquarters at Joseph Manning of Arlington Heights,

Mass., came on Sunday and on his return Monday took his mother-in-law, Mrs. Jennie Smith, home with nim for an indefinite stav. H. M. Smith, local agent for the E. A.

Strout Farm agency, has sold the C. E. Durfee farm in Rochester to H. L. Powers of Cliftondale, Mass., and possession is to be given Aug. 10. Mr. and Mrs. G. A. Drew and son, Fra-

ser, were in Woodstock this week for a several days' stay with Mrs. Drew's mother, Mrs. V. D. Fraser. Mrs. Edwin Morgan has entertained

this week Miss N. L. Palmer of Brooklvn, N. Y. Martin G. Ferry arrived here Monday morning from Manchester, N. H., to assume his duties as engineer of this village. The same afternoon his wife and daughter followed him and will be at

the home of F. L. Dudley till they

street. The Baptist ladies' aid recently beld a food and fancy work sale at the chapel of the church, which netted them \$26.62, Ainsworth, Harold Dodge and Robert this completing the \$150 which would secure for them another \$100 from the Baptist society, to clear a debt of \$250.

The Hortonia Power company is installing a 25-horsepower electric motor, to assist the power at the Randolph foundry. N. L. Boyden and G. A. Chedel are installing small motors to run their milking machines. Mrs. Clara Prince and Miss Evelyn

H., for a week's stay. The W. R. C. held a pleasant social has been visiting her sister, Mrs. Ed. last Wednesday evening at the home of

Nye, left Thursday for a visit in East Mr. and Mrs. Elbridge Holman. The rooms were finely decorated and the re-William Gibson, who has been working freshments were delicious. Over sixty riageable man in Pentonville was Mcwere present at the time. Mr. and Mrs. Royal W. Smith have ome from Brattleboro for an indefinite stay at the home of Mrs. Jennie Smith

on Weston street. Mr. Smith has entered the employ of the Sargent, Osgood & Roundy company. Mr. and Mrs. E. S. Tracy have gone to York Beach, Me., for a week's stay with did not work yesterday nor Thursday Principal and Mrs. E. G. Ham. During their absence E. P. Fish is looking after

> Mr. and Mrs. I. S. Chase have re- down from his high horse." turned from a several weeks' stay in Newtonville, Mass., where they have Brooks. been passing the time with their son, John Chase, and family, who returned duced to any of us." home with them to remain for two

In the contest conducted by the Landross, Frary & Clark company, at the E. it's mere talk. Anyway if it's true gentlemanlike instinct to treat the Wednesday and is recovering from in- S. Tracy store, Mrs. H. A. Leonard re- Mr. McDonnell probably has his own other girls with friendliness, it was ceived a small carving set as the prize reason for not making our acquaint- soon manifest that he considered him-South Berwick, Me., where he worked Mrs. F. O. Copeland won the prize of "For a tea percolator for the best reason for using a coffee percolator.

BRADFORD

Col. H. T. Johnson and family were visitors in Littleton, N. H., Sunday. Miss Annie O'Connell, one of the maids employed at Stonecliff farm, is at Cot-

age hospital, Woodsville, N. H., ill with mularia. Warren Ellis went Monday to Newbury, where he has employment at the home of Mr. and Mrs. William Taisey. Mrs. Skinner and daughter, May, of

Canada are the guests of Dr. and Mrs. Walter S. Cole. Mrs. George Taylor is visiting friends in southern New Hampshire. Miss Sara Parker is at a sanatorium

on Lake Champlain for a few weeks. Mrs. Charles Parker and infant son the home of Mr. and Mrs. Harry Park- to her. Would Miss Chandler dine

Carroll Woods is working for St. John & Gove in the meat market. Miss Euna Wilson has returned to Springfield, Mass., where she is attending a business college.

CHELSEA WEST HILL

Miss Eunice Moulton, who has taught for the past year in West Fairlee, is visiting her friends in town. In the severe electric storm of last week Thursday, a barn belonging to E. J. Cook was struck by lightning and

burned. J. F. Hemenway, one of the most prominent farmers of the west hill, has been very poorly of late and at present

is confined to the bed. The West Hill Farmers' club starts off for the second year with a meeting on Tuesday evening, July 31. The new president is Henry Menard. Reports of last year's work will be given at this time and committees will be appointed to take up new lines of work. It is hoped that all the members of the club will be present and others who may find t convenient to do so, and enjoy the social advantages of these meetings, as well as the helpful talks connected with

EAST CORINTH

Next Sunday, July 28, Rev. J. F. wens will occupy the pulpit here, as Mr. Malzard is to be away. Mrs. Malzard has a brother and sister

from Canada visiting her for a few to invite the girls whom her nephew days. Their coming was a big surprise had expressed a desire to know to an to her, but a very pleasant one. O. P. Dickey, who has been visiting in Lowell, Muss., has returned. Charles C. Abbott is visiting his fam-

ilv at B. C. Abbott's this week, Mr. King's family have gone to North Montpelier for a week's visit. A little daughter arrived at Ellery ously and met in the ladies' robing Emerson's July 25

THE SQUEALERS.



-Donahey in Cleveland Plain Dealer.

FAIR CON-**SPIRATORS**

By SADIE OLCOTT

The new thing in the shape of a mar-Donnell. He was a young lawyer, who went to the city every day. Pentonville being a suburban town, and did not know that in the consideration of the marriageable girls of the place he was not only a new thing, but a

very desirable thing. "This McDonnell fellow," said Emily Chandler to a number of young Pentonville girls who were discussing the the business interests of Mr. Tracy at eligibles, or, rather, the want of eligibles of the town, "deserves to be taken

"What high horse?" asked Phoebe

"Why, he has refused to be intro-

"I doubt it," said Phoebe. "Why do you doubt it?" "Because there's no authority for it:

"For my part," chirped Lucy Ellison, due time they made a match, "if he were to ask to be introduced to me I would decline the honor."

"That's a good idea, Lucy," said Miss

stand. If any one proposes to introduce him we'll decline." An agreement was entered into by the girls to this effect, but they had no opportunity to show their spleen to McDonnell, because he did not ask to be introduced to any of them. An aunt of his lived in Pentonville, and McDonnell spent such hours as hung heavy on his hands at her house, where

he was very much at home. This lady,

Mrs. Meriweather, very soon heard of this conspiracy and got the names of the conspirators. One morning Miss Chandler received a note from Mrs. Meriweather stating that her nephew, Ralph McDonnell, had seen the young lady at church and and nurse of Montpelier are stopping at | had expressed a desire to be introduced with Mrs. Meriweather for the purpose

of enabling the nephew to make Miss Chandler's acquaintance? Miss Chandler dispatched an acceptance in hot haste. McDonnell showed her the attention he felt called upon to show his aunt's guest, and Miss Chandler was delighted. But she did not speak of the meeting to any of her

girl friends. Soon after this Miss Lucy Ellison received an invitation by telephone from Mrs. Meriweather to come over for cards in the evening. Mrs. Meriweather's nephew had seen Miss Ellison at the Turner club and bad expressed a desire to know her

The young lady accepted. During a period of several weeks every one of the conspirators had been informed by Mrs. Meriweather that her nephew had expressed a desire to be introduced to her, all receiving invitations for the purpose. Every girl accepted the invitation, but not one of them said a word to any of the others about the acceptance. Nor did either Mrs. Meriweather or Mr. McDonnell say anything either. Phoebe Brooks. who had doubted the report that had led to Mr. McDonnell's ostracization. was one who was invited to Mrs. Meriweather's house to meet the ostracized gentleman, but was disinclined to act contrary to her friends. She had not ther acquiesced nor declined to take part in the ostracization, but, not liking to place herself in opposition to her friends, found it convenient to have an

engagement. Mrs. Meriweather's next move was informal dance at her house, partners, of course, being provided. The girls were invited at 8, the men at half past S.

The first girl to arrive was Lucy Ellison. The second was Emily Chandler. They arrived almost simultaneroom. They started on seeing each A number about here are having rath- other, and each stammered an apolcontains nothing which could irritate the er severe attacks of a distemper of a egy for being there. When they went

nell greeted each as if he had known her for years. As each girl came in and stood on the threshold staring at the conspirators who had already arrived the host advanced and greeted her cordially, indicating by some well timed remark a previous acquaintance. The last girl to arrive was Miss Brooks. When she entered Mrs. Meriweather with unusual formality introduced, 'My nephew, Mr. McDonnell."

The girls already arrived looked at one another. Some colored, some gave an embarrassed giggle, some were angered, but one feeling pertained to all. To use an expression common among them and the young fellows they knew, they had been "stung." Nevertheless the hostess and the host,

her nephew, manifested no knowledge of the real situation, but set about entertaining them to the best of their ability. The young men invited soon began to come in, and it was not long before the girls were forgetting the lesson they had received in the dance. Fortunately that lesson had been for all except Miss Brooks, but Mr. Mc-Donnell had the magnaminity to show her no more attention than the next of his aunt's guests.

However, he was not always bound to refrain from showing a preference. and, though he had the good sense and self Miss Brooks' especial property. In

Her Secret of Success. "How is it that you are able to do so Chandler. "Suppose we all take that much more than other people?" asked a tired, nerrous woman who stopped Mrs. Palmer for a word at the close of one of her lectures.

"Because," she answered with the sudden gleam of a smile, "I haven't any nerves or any conscience, and my busband says I haven't any backbone." It was true that she never worried. She had early learned to live one day at a time, without "looking before and after." And nobody knew better than Alice Freeman Palmer the renewing power of joy. She could romp with some of her very small friends in the half hour before an important meeting, go for a long walk or ride along country lanes when a vexing problem confronted her, or spend a quiet evening by the fire reading aloud from one of her favorite poets at the end of a busy day.-Mary R. Parkman in St. Nicho-

Delioately Put. "I do hope you appreciate that in

marrying my daughter you marry a large hearted girl." "I do, sir. And I hope she inherits those qualities from her father."-Pass.

The sixty-six books of the Bible were written by about forty men during a period of 1,600 years.

it is the less noise it makes.-Hazlitt

True merit is like a river-the deeper

The Bible.



Send 10c, for Trial Size

FERD. T. HOPKINS & SON, New York

SELLING AS AN ART. The Road to Success, and the Reason Some Salesmen Fail. In a story about a wonderful sales-

man a writer says in the American Magazine: "Asked for his views on salesmanship and to give suggestions that would be helpful to others, he said: 'Any person can sell to any man who wants to buy, but it takes a salesman to sell to the man who doesn't want to buy. It took me five months in one case to work my way into the contidence of a wealthy man who hated life insurance agents, and we had been acquainted a month before he discovered

that I was selling insurance. He later had me write him up for a \$10,000 "'A salesman should know his goods forward and backward, know human nature like he knows the alphabet and not lie. Self confidence, which is indispensable to success, results from exact knowledge of what you are offering to sell and knowledge of your

prospect. "'Salesmen sometimes fail because they have a set way of dealing with all kinds of people. That will never do. They should learn to adapt themselves to all sorts and conditions of men and women. Use an easy conversational tone. Be natural. Don't get excited or talk loud. Make strong, positive assertions about your goods. You must be absolutely certain that the article you are selling is the very best on earth. Then stop talking before you kill the sale by talking too

much.' Doesn't Always Work "Take my advice," said the man who has a great deal of litigation. "Do any-

thing rather than go into court." "I tried that once, and it taught me a lesson."

"I was given a stiff fine for resisting

an officer."-Birmingham Age-Herald.

"How so?"

Asmodeus. Asmodeus is an evil genius or demon. In the apocryphal book of Tobit he is represented as slaying the seven husbands of Sarah. In the Talmud he is described as the prince of demons and is said to have driven Solomon from his kingdom,

A Free Hand. "You sketch with a free hand, Miss Brownsmith." remarked the professor.

who had been critically examining her portfolio. "Entrely free," said the young lady as she cast down her eyes in soft confusion and waited for the professor to follow up the opening.

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The ideal dressing for kitchen floors or linoleums. Dries hard over night - does not darken the wood-two coats gives a gloss like varnish. Keep your floors fresh by applying a coat whenever needed. Price, \$1.40 gallon.

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